

Town of Exeter  
 General Fund Revenues & Expenses (unaudited)  
 As of June 30, 2016 and June 30, 2015

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Description	Current Year Budget vs Actual				Prior Year Budget vs Actual				Comparison of Actuals		Notes
	2016 Budget	Actual Revenue 06/30/16	BVA Favorable/ (Unfavorable) Variance	BVA Favorable/ (Unfavorable) % Variance	2015 Budget	Actual Revenue 06/30/15	BVA Favorable/ (Unfavorable) Variance	BVA Favorable/ (Unfavorable) % Variance	Favorable/ (Unfavorable) \$ Variance 2016 vs 2015	2016 vs 2015 % Variance	
Property Tax Revenue	\$ 12,013,709	\$ 7,703,796	\$ (4,309,913)	64.1%	\$ 12,383,664	\$ 7,291,530	\$ (5,092,134)	58.88%	412,266	5%	Includes property tax less overlay, plus jeopardy, yield, current use and PILOT taxes, penalties and interest. 1st half of property taxes will be billed in the 2nd quarter.
Motor Vehicle Permit Fees	2,400,000	1,342,283	(1,057,717)	56%	2,200,000	1,232,153	(967,847)	56%	110,130	8%	Motor vehicle registration and fees
Building Permits & Fees	150,000	185,992	35,992	124%	170,000	320,828	150,828	189%	(134,836)	-72%	Fees charged by Building & Code Enforcement
Other Permits and Fees	204,950	78,466	(126,484)	38%	150,000	72,336	(77,664)	48%	6,130	8%	Includes GF portion of Cable TV & Vital Statistics Fees
From the Federal Government	610,960	-	(610,960)	0%	-	-	-	0%	-	0%	2016-Fisheries Habitat Conservation Program Office (HCPO)
Meals & Rooms Tax Revenue	691,760	-	(691,760)	0%	696,839	-	(696,839)	0%	-	0%	Meals & Rooms Revenue received from the State in December each year
State Highway Block Grant	268,800	118,938	(149,862)	44%	290,000	102,789	(187,211)	35%	16,149	14%	Federal Highway Grant Received quarterly
Other State Grants/Reimbursements	29,696	21,078	(8,618)	71%	9,000	14,571	5,571	162%	6,507	31%	Railroad Tax, RERP, Other Miscellaneous State Grants
Income from Departments	950,000	422,951	(527,049)	45%	950,000	360,713	(589,287)	38%	62,238	15%	General Revenues charged by Town Departments
Sale of Town Property	350	6,200	5,850	1771%	10,000	-	(10,000)	0%	6,200	0%	Includes sale of deeded property on Exeter Road
Interest Income	1,000	531	(469)	53%	1,000	492	(508)	49%	39	7%	Interest income earned on bank accounts
Other Miscellaneous Revenues	22,075	12,358	(9,717)	56%	25,000	12,926	(12,074)	52%	(568)	-5%	Town Rental Property, Donated Property and Town Hall rental income
Healthtrust Refund	-	-	-	0%	-	201,923	201,923	100%	(201,923)	-100%	None to be received in 2016
Revenue Transfers In/Out	233,435	-	(233,435)	0%	339,902	58,086	(281,816)	17%	(58,086)	-100%	Transfers in from Trustee of Trust Funds for Sick Trust/ Other Transfers
Total General Fund Revenues	\$ 17,576,735	\$ 9,892,593	\$ (7,684,142)	56%	\$ 17,225,405	\$ 9,668,347	\$ (7,557,058)	56%	224,246	2%	1st Half of 2016 property taxes to be billed in second quarter 2016
Appropriations for Warrant Articles	391,099	191,777	(199,322)	49%	550,239	183,983	(366,256)	33%	7,794	4%	Includes Human Services, FD and DPW union contracts, but not Capital Projects
Gross Revenues	\$ 17,967,834	\$ 10,084,370	\$ (7,883,464)	56%	\$ 17,775,645	\$ 9,852,330	\$ (7,923,314)	55%	232,040	2%	Decrease of General Fund Revenues over prior year

Town of Exeter  
 General Fund Revenues & Expenses (unaudited)  
 As of June 30, 2016 and June 30, 2015

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General Fund Expenditures	Current Year				Prior Year				Comparison of Actuals		Notes
	2016 Budgeted Expenses	Actual Expenses 06/30/16	BVA Favorable/ (Unfavorable) Variance	% Spent	2015 Budgeted Expenses	Actual Expenses 6/30/15	BVA Favorable/ (Unfavorable) Variance \$	BVA Favorable/ (Unfavorable) % Variance	Favorable/ (Unfavorable) \$ Variance 2016 vs 2015	2016 vs 2015 % Variance	
<b>Total General Government</b>	\$ 810,980	\$ 402,513	\$ 408,467	49.63%	\$ 762,374	\$ 365,129	\$ 397,245	47.89%	(37,384)	-10%	BOS, TM,HR, IT, TC, Elections, TTF, Transportation and Legal Expenses
<b>Total Finance</b>	774,735	372,837	401,898	48.12%	757,554	349,758	407,796	46.17%	(23,079)	-7%	Finance, Treasurer, Tax Collection & Assessing
<b>Total Planning &amp; Building</b>	505,345	214,864	290,481	42.52%	487,931	232,620	255,311	47.67%	17,756	8%	Planning, Building, Conservation and other Commissions
<b>Total Economic Development</b>	136,911	63,389	73,522	46.30%	125,862	64,128	61,734	50.95%	739	1%	Salary, benefits for new EDC position (2014)
<b>Total Police</b>	3,794,930	1,668,499	2,126,431	43.97%	3,647,486	1,681,791	1,965,695	46.11%	13,292	0.8%	Police Admin, Staff, Patrol, Communications Salaries,Benefits and General Expenses
<b>Total Fire</b>	3,729,714	1,767,423	1,962,291	47.39%	3,659,673	1,701,944	1,957,729	46.51%	(65,479)	-4%	Includes wages, taxes, benefits and general expenses of the Fire Administration, Suppression, Health and Emergency Management Departments. Ambulance OT,benefits, taxes and expenses are included in the Ambulance Revolving Fund.
<b>Total Public Works</b>	3,670,129	1,245,322	2,424,807	33.93%	3,561,558	1,473,682	2,087,876	41.38%	228,360	15%	Includes wages, benefits and general expenses of Public Works: Administration,Highway, Solid Waste, Street Lights and Snow Removal Departments.
<b>Total Maintenance</b>	1,058,218	487,916	570,302	46.11%	1,062,223	486,923	575,300	45.84%	(993)	-0.2%	Includes wages, benefits, taxes, maintenance projects and related expenses of Maintenance Dept and Mechanic's Garage.
<b>Total Welfare</b>	64,666	28,776	35,890	44.50%	86,436	39,496	46,940	45.69%	10,720	27%	Wages and Benefits of Welfare Director and Direct Relief Expenses
<b>Total Parks &amp; Recreation</b>	486,003	247,210	238,793	50.87%	458,806	233,468	225,338	50.89%	(13,742)	-6%	Includes P&R wages, benefits and general expenses. Summer staff in rec revolving fund.
<b>Total Other Culture/Recreation</b>	45,451	18,838	26,613	41.45%	45,300	22,508	22,792	49.69%	3,670	16%	Patriotic Purposes, Holiday Parade, Brass Band
<b>Total Library</b>	927,413	429,974	497,439	46.36%	898,407	428,432	469,975	47.69%	(1,542)	0%	Library Wages & Benefits and Library Expense Budget Allocation
<b>Total Debt Service &amp; Capital</b>	1,157,399	995,859	161,540	86.04%	1,276,652	1,108,313	168,339	86.81%	112,454	10%	All General Fund Debt Service Principal and Interest
<b>Payroll Benefits &amp; Taxes</b>	414,841	401,840	13,001	96.87%	395,143	361,622	33,521	91.52%	(40,218)	-11%	Payroll, Health Buyouts, W/C, U/C and Insurance
<b>Total General Fund Expenses</b>	\$ 17,576,735	\$ 8,345,260	\$ 9,231,475	47.48%	\$ 17,225,405	\$ 8,549,814	\$ 8,675,591	49.63%	204,554	2%	Total of all General Fund Expenses
<b>Appropriation for Warrant Articles</b>	\$ 391,099	\$ 191,777	\$ 199,322	49.0%	\$ 550,239	\$ 183,983	\$ 366,256	33.4%	(7,794)	-4%	Includes Human Services, PD union contract, transfers out to CRF and non-cr, sidewalk and culvert projects for 2015
<b>Expenses After Warrant Articles</b>	\$ 17,967,834	\$ 8,537,037	\$ 9,430,797	48%	\$ 17,775,645	\$ 8,733,797	\$ 9,041,847	49%	196,760	2%	General Fund and Warrant Article Expense Decrease
<b>Net Income/ (Deficit)</b>	\$ -	\$ 1,547,333	\$ 1,547,333	100.0%	\$ -	\$ 1,118,533	\$ 1,118,533	100.0%	428,800	28%	Net increase of revenues over expenses compared to prior year

Town of Exeter  
 Water Fund Revenues & Expenses (unaudited)  
 As of June 30, 2016 and June 30, 2015

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Description	Current Year				Prior Year				Comparison of Actuals		Notes
	2016 Budget	Actual Revenue 06/30/16	BVA Favorable/ (Unfavorable) Variance	BVA Favorable/ (Unfavorable) % Variance	2015 Budget	Actual Revenue 06/30/15	BVA Favorable/ (Unfavorable) Variance	BVA Favorable/ (Unfavorable) % Variance	2016 vs 2015 \$ Variance	2016 vs 2015 % Variance	
<b>Water Fund Revenues</b>											
Water Enterprise Revenues	\$ 2,975,555	\$ 1,229,293	\$ (1,746,262)	41%	\$ 2,791,462	\$ 1,119,982	\$ (1,671,480)	-149%	\$ 109,311	10%	Water Consumption Fees, Service Charges, Impact Fees and Misc. Fees
Appropriations for Warrant Articles	\$ 9,488	\$ 1,716	(7,772)	18%	\$ -	\$ -	-		1,716	100%	Fleet Vehicle Lease - Water Allocation
Gross Water Revenues	\$ 2,985,043	\$ 1,231,009	\$ (1,754,034)	41%	\$ 2,791,462	\$ 1,119,982	\$ (1,671,480)	40%	\$ 111,027	10%	
<b>Water Fund Expenditures</b>											
Water Administration	\$ 386,447	\$ 210,735	\$ 175,712	54.5%	\$ 367,790	\$ 243,473	\$ 124,317	51%	\$ 32,738	13%	Staff Administration Wages & General Expenses
Water Billing	\$ 142,358	\$ 76,057	\$ 66,301	53.4%	\$ 132,733	\$ 63,914	\$ 68,819	108%	\$ (12,143)	-19%	Billing Wages and associated expenses
Water Distribution	\$ 822,081	\$ 353,613	\$ 468,468	43.0%	\$ 658,035	\$ 344,187	\$ 313,848	91%	\$ (9,426)	-3%	Water Distribution Wages and Expenses
Water Treatment	\$ 741,065	\$ 290,930	\$ 450,135	39.3%	\$ 739,035	\$ 370,212	\$ 368,823	100%	\$ 79,282	21%	Water Treatment Wages and Expenses
Water Fund Debt Service	\$ 808,604	\$ 430,375	\$ 378,229	53.2%	\$ 821,369	\$ 445,367	\$ 376,002	84%	\$ 14,992	3%	Debt Service for Water Fund
Water Fund Capital Outlay	\$ 75,000	\$ 28,464	\$ 46,536	38.0%	\$ 72,500	\$ -	\$ 72,500	-100%	\$ (28,464)	100%	Includes vehicles, WTP maintenance and capital
Water Approp from Reserves		6,250	\$ (6,250)	-100.0%	-	-	-	0%	\$ (6,250)	100%	Used for W&S Rate Study
Total Water Fund Expenses	\$ 2,975,555	\$ 1,396,424	\$ 1,579,131	46.9%	\$ 2,791,462	\$ 1,467,153	\$ 1,324,309	90%	\$ 70,729	5%	
Warrant Articles	\$ 9,488	\$ 1,715	\$ 7,773	18.1%	\$ -	\$ -	\$ -	0%	\$ (1,715)	100%	Fleet Vehicle Lease - Water Allocation
Total Water Expenses	\$ 2,985,043	\$ 1,398,139	\$ 1,586,904	46.8%	\$ 2,791,462	\$ 1,467,153	\$ 1,324,309	90%	\$ 69,014	5%	<b>Net Increase/(Decrease) Revenue over Expenses</b>
Net Income/ (Deficit)	\$ -	\$ (167,130)	\$ (167,130)	0.0%	\$ -	\$ (347,171)	\$ (347,171)	100%	\$ 180,041	52%	

Town of Exeter  
 Sewer Fund Revenues & Expenses (unaudited)  
 As of June 30, 2016 and June 30, 2015

DRAFT

Description	Current Year				Prior Year				Comparison of Actuals		Notes
	2016 Budget	Actual Revenue 06/30/16	BVA Favorable/ (Unfavorable) Variance	BVA Favorable/ (Unfavorable) % Variance	2015 Budget	Actual Revenue 06/30/15	BVA Favorable/ (Unfavorable) Variance	BVA Favorable/ (Unfavorable) % Variance	2016 vs 2015 \$ Variance	2016 vs 2015 % Variance	
<b>Sewer Fund Revenues</b>											
State Grant Revenue	\$ 21,472	\$ 12,529	\$ (8,943)	58%	\$ 27,173	\$ 5,701	\$ (21,472)	21%	6,828	120%	Wastewater and PTAP Grants
Sewer Enterprise Revenues	2,379,077	1,029,581	(1,349,496)	43%	2,469,449	1,014,308	(1,455,141)	-59%	15,273	2%	Revenue from Sewer Usage, Service Charges, Impact and Assessment Fees and other Misc Sewer Revenues
<b>Sewer Fund Revenues</b>	<b>\$ 2,400,549</b>	<b>\$ 1,042,110</b>	<b>\$ (1,358,439)</b>	<b>43%</b>	<b>\$ 2,496,622</b>	<b>\$ 1,020,009</b>	<b>\$ (1,476,613)</b>	<b>41%</b>	<b>\$ 22,101</b>	<b>2%</b>	
<b>Sewer Fund Expenses</b>											
Sewer Administration Expense	346,779	191,412	155,367	55%	349,190	187,836	161,354	54%	\$ (3,576)	-2%	Sewer Admin wages and expenses
Sewer Billing Expense	142,358	68,974	73,384	48%	132,733	59,327	73,406	45%	\$ (9,647)	-16%	Sewer Billing wages and expenses
Sewer Collection Expense	708,309	243,449	464,860	34%	655,988	284,944	371,044	43%	\$ 41,495	15%	Sewer collection wages and expenses
Sewer Treatment Expense	467,636	216,841	250,795	46%	490,187	209,699	280,488	43%	\$ (7,142)	-3%	Sewer treatment waggges and expenses
Sewer Fund Debt Service Expense	658,388	602,638	55,750	92%	642,765	613,184	29,581	95%	\$ 10,546	2%	Sewer Fund Debt Service
Sewer Fund Capital Outlay Expense	77,079	48,446	28,633	63%	225,759	46,538	179,221	21%	\$ (1,908)	-100%	Vehicles, Leases, and I/I Abatement for 2015
<b>Total Sewer Fund Expenses</b>	<b>2,400,549</b>	<b>1,371,760</b>	<b>1,028,789</b>	<b>57%</b>	<b>2,496,622</b>	<b>1,401,528</b>	<b>1,095,094</b>	<b>56%</b>	<b>\$ 29,768</b>	<b>2%</b>	Total Expenses have increased over the prior year
<b>Net Income/(Deficit)</b>	<b>\$ -</b>	<b>\$ (329,650)</b>	<b>\$ (329,650)</b>	<b>100%</b>	<b>\$ -</b>	<b>\$ (381,519)</b>	<b>\$ (381,519)</b>	<b>100%</b>	<b>\$ 51,869</b>	<b>-14%</b>	Net increase/(decrease) of Revenue over Expenses

Town of Exeter  
 CATV Revolving Fund- Revenue & Expenses (unaudited)  
 As of June 30, 2016 and June 30, 2015

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CATV Fund	Current Year				Prior Year				Comparison of Actuals		Notes
	2016 Budget	Actual 06/30/16	BVA Favorable/ (Unfavorable) \$ Variance	BVA Favorable/ (Unfavorable) % Variance	2015 Budget	Actual 06/30/15	BVA Favorable/ (Unfavorable) \$ Variance	BVA Favorable/ (Unfavorable) % Variance	2016 vs 2015 \$ Variance	2016 vs 2015 % Variance	
CATV Revenue	\$ 147,250	\$ 38,498	\$ (108,752)	26%	\$ 140,000	\$ 36,683	\$ (103,317)	26%	\$ 1,815	4.9%	50% of Comcast Revenue to General Fund and 50% to CATV Fund
CATV Expenses											
Wages, Taxes & Benefits	\$ 64,205	\$ 22,435	\$ 41,770	35%	\$ 61,143	\$ 32,198	\$ 28,945	53%	\$ (9,763)	-30%	20% of IT Director Salary, PT Wages, payroll taxes, NHRS and insurance
General Expenses	\$ 70,274	\$ 27,342	\$ 42,932	39%	\$ 67,321	\$ 26,102	\$ 41,219	39%	1,240	5%	Includes annual E-Channel Assessment
Total Expenses	\$ 134,479	\$ 49,777	\$ 84,702	37%	\$ 128,464	\$ 58,300	\$ 70,164	45%	(8,523)	-15%	Total of all expenses
Net Income/(Deficit)	\$ 12,771	\$ (11,279)	\$ (24,050)	-88%	\$ 11,536	\$ (21,617)	\$ (33,153)	-187%	\$ 10,338	48%	Net Increase over the prior year

Town of Exeter  
 Recreation Revolving Fund Revenues & Expenses(unaudited)  
 As of June 30, 2016 and June 30, 2015

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Description	Current Year				Prior Year				Comparison of Actuals		Notes
	2016 Budget	Actual 06/30/16	BVA Favorable/ (Unfavorable) \$ Variance	BVA Favorable/ (Unfavorable) % Variance	2015 Budget	Actual 06/30/15	BVA Favorable/ (Unfavorable) \$ Variance	BVA Favorable/ (Unfavorable) % Variance	2016 vs 2015 \$ Variance	2016 vs 2015 % Variance	
Total Revenue	\$ 488,812	\$ 340,507	\$ (148,305)	-30%	\$ 488,200	\$ 277,206	\$ (210,994)	57%	\$ 63,301	23%	Special Events, Program, Pool and Trip Revenue
Wages, Taxes & Benefits	\$ 158,100	\$ 34,631	\$ 123,469	22%	\$ 173,603	\$ 30,458	\$ 143,145	18%	\$ (4,173)	-14%	Camp Salaries and OT for Rec Coordinator
General Expenses	\$ 296,500	\$ 143,868	\$ 152,632	49%	\$ 328,060	\$ 147,557	\$ 180,503	45%	\$ 3,689	3%	Expenses related to pool, camp and trips
Total Rec Revolving Expenses	\$ 454,600	\$ 178,499	\$ 276,101	39%	\$ 501,663	\$ 178,015	\$ 323,648	35%	\$ (484)	0%	Total Wages, Taxes, Benefits and General Expenses
Net Income/(Deficit)	\$ 34,212	\$ 162,008	\$ 127,796	474%	\$ (13,463)	\$ 99,191	\$ 112,654	-737%	\$ 62,817	63%	Net Increase of revenues over expenses versus prior year.

Ambulance Revolving Fund - Revenues & Expenses (unaudited)  
As of June 30, 2016 and June 30, 2015

	Current Year				Prior Year				Comparison of Actuals		
	2016 Budget	Actual 06/30/16	BVA Favorable/ (Unfavorable) \$ Variance	BVA Favorable/ (Unfavorable) % Variance	2015 Budget	Actual 06/30/15	BVA Favorable/ (Unfavorable) \$ Variance	BVA Favorable/ (Unfavorable) % Variance	2016 vs 2015 \$ Variance	2016 vs 2015 % Variance	
EMS- Ambulance Transport Revenue	\$ 445,612	\$ 299,544	\$ (146,068)	-67%	\$ 445,612	\$ 62,991	\$ (382,621)	-14%	\$ 236,553	376%	Ambulance Transport Revenue
Wages, Taxes & Benefits	\$ 186,676	\$ 97,584	\$ 89,092	52%	\$ 186,595	\$ 70,141	\$ 116,454	38%	\$ (27,443)	-39%	Includes Wages for 1 Dispatcher and Ambulance OT for Supression Dept
General Expenses	\$ 160,246	\$ 136,827	\$ 23,419	85%	\$ 143,204	\$ 54,156	\$ 89,048	38%	\$ (82,671)	-153%	Includes Ambulance Lease \$ 62K
Total Expenses	\$ 346,922	\$ 234,411	\$ 112,511	68%	\$ 329,799	\$ 124,297	\$ 205,502	38%	(110,114)	-89%	Total of All Expenses
Net Income/(Deficit)	\$ 98,690	\$ 65,133	\$ (33,557)	66%	\$ 115,813	\$ (61,306)	\$ (177,119)	-53%	\$ 126,439	206%	Net increase of Revenue over Expenses

**Town of Exeter  
 Analysis of Property Tax/Liens Receivable  
 As of 06/30/16 and 06/30/15**

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<u>Type</u>	<u>Bill Year</u>	<u>Balance Outstanding as of 06/30/16</u>	<u>Balance Outstanding as of 06/30/15</u>	<u>\$ Change</u>	<u>% Change</u>
Lien	2007	1,212	1,212	-	0%
Lien	2008			-	0%
Lien	2009	375	2,513	2,138	85%
Lien	2010	3,523	50,289	46,766	93%
Lien	2011	10,715	76,029	65,314	86%
Lien	2012	16,206	115,731	99,525	86%
Lien	2013	91,826	218,792	126,966	58%
Lien	2014	201,897	452,059	250,162	55%
Lien	2015	347,955	4,257,653	3,909,698	92%
<b>Subtotal</b>		<b>\$ 673,709</b>	<b>\$ 5,174,278</b>	<b>\$ 4,500,569</b>	<b>87%</b>
Tax	2016	4,025,765	-	(4,025,765)	100%
<b>Subtotal</b>		<b>\$ 4,025,765</b>	<b>\$ -</b>	<b>\$ (4,025,765)</b>	<b>100%</b>
<b>Grand Total</b>		<b>\$ 4,699,474</b>	<b>\$ 5,174,278</b>	<b>\$ 474,804</b>	<b>9%</b>

*As of June 30, 2016, 82% of 2016 property taxes billed were paid. Overall there is a 9% decrease in property tax/lien receivables as of 6/30/16.*

**Town of Exeter**  
**Analysis of Accounts Receivable Aging - Water & Sewer**  
**June 30, 2016 vs June 30, 2015**

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	<u>Current</u>	<u>31-60 Days</u>	<u>61-90 Days</u>	<u>Over 90 Days</u>	<u>Total</u>
As of 06/30/16	\$ 516,606		\$ 19,021	\$ 141,253	\$ 676,880
Percent Outstanding	76%	0%	3%	21%	100%
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As of 6/30/15	\$ 466,787	\$ 32,567	\$ 22,056	\$ 35,754	\$ 557,164
Percent Outstanding	84%	6%	4%	6%	100%
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Increase/(Decrease)	\$ 49,819	\$ (32,567)	\$ (3,035)	\$ 105,499	\$ 119,716
	42%	-27%	-3%	88%	100%

*Accounts receivable over 90 days represents 21% of the total W/S receivables balance as of 6/30/16.  
The overall A/R balance has increased by 21% since 06/30/16.*

**Current Year**

<b>Breakdown of Water/Sewer Accounts Receivable Outstanding by Year: As of June 30, 2016</b>					
<u>Year</u>	<u>Water</u>	<u>Sewer</u>	<u>Total</u>	<u>Percent of Total</u>	
2008		226	226	0%	
2009	4	141	145	0%	
2010	(270)	173	(97)	0%	
2011	912	75,448	76,360	11%	
2012		39,935	39,935	6%	
2013	54	338	392	0%	
2014	218	1,077	1,295	0%	
2015	595	1,732	2,327	0%	
*2016	304,599	251,698	556,297	82%	
<b>Total</b>	<b>306,112</b>	<b>370,768</b>	<b>676,880</b>	<b>100%</b>	

\* Includes current billing